

# 1998 ANNUAL REPORT

## THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE

March, 1999

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### 1998 Leadership

#### President

Gary Graham, Gowling Strathy & Henderson

#### 1st Vice-President

Bob Jones, Stelco Inc. - Hilton Works

#### 2nd Vice-President

Shawn Chamberlin, Light Computer Centre

#### Treasurer

Barry Brownlow, Brownlow, Thompson & McKay

#### Past President

Bob Swenor, Dofasco Inc.

#### Directors:

Tony Battaglia, Tradeport International Corp.  
Jim Bethune, Beverly Tire  
David Borsellino, Dofasco Inc.  
Pat Collins, The Hamilton Spectator  
David Conrath, DeGroote School of Business, McMaster University  
Ian Cowan, PricewaterhouseCoopers  
Gary Cruise, Royal Bank of Canada  
Sherrie Hicks, Hicks Furs  
Bruce Maddox, G.A. Love Foods Inc.  
Mirella Marsilio, Mirella's Ladies Boutique  
Marcel Mongeon, McMaster University  
Peter Reesor, Peter Reesor & Associates  
Catherine Rellinger, Mohawk College  
Hugh Russell, Financial Concept Group  
Sherrie Thompson, New Attitude Fitness

**Executive Director:** - John Dolbec

**Director of Club Operations** - Colleen Billings

**Director of Communications** - Jim McDowell

**Director of Finance** - Jan Watts

**Director of Marketing & Sales** - Ken Sullivan

**Director of Policy & Programming** - Jo-Ann Orth

#### 1998/99 Committee Chairs:

Dan Lawrie, Dan Lawrie Insurance Brokers, Ambassadors  
Trish Tonaj-Castelli, Blossoms, Ancaster Division  
John Hyslop, Union Gas/Union Energy, Business Development  
Laura Tokaci, Global Business Connections, Businesswomen's  
Jim Galea, Total Staffing, Connections  
Alexander Szabo, Dundas Valley Collision Centre - Dundas Division  
Brent Percival, Oldies 1150/102.9 K-Lite FM,  
- Golf Tournament  
Phil Bradley, Grant Thornton, Government Finance & Tax  
Brenda Branch, Royal Botanical Gardens/Anna Bradford, The  
Region of Hamilton-Wentworth - Greater Hamilton Hospitality  
Marlene McIntyre, McIntyre Management Resources,  
- Human Resources  
Bob Swenor, Dofasco Inc. - Past President's Council  
Marcel Mongeon, McMaster University, Science & Technology  
Ruth Liebersbach, Ontario Auto Collision/Carstar - Transportation

### A Note from President Gary Graham

#### Advocating for the Business Taxpayer

As the leading advocate for local business your Chamber had a busy year on the tax front.

We worked hard to expose the essential unfairness of not having a uniform business education tax in the province. At the Ontario Chamber Convention we helped get a resolution passed calling for action in that regard. Some progress was made when the Province announced an eight year phase in period at the end of which Hamilton will be brought to the provincial average. This is not good enough. In 1998 alone, it is estimated Hamilton business will subsidize business education taxpayers in other Ontario communities to the tune of \$18 million. This will be a major issue for us in the upcoming provincial election.

We acknowledge the good work our Government Finance & Taxation Committee did this year on that and other issues. We are pleased to announce that one of the Committee's members, Ian Cowan of PricewaterhouseCoopers, has agreed to stand for election as 2<sup>nd</sup> Vice President of your Chamber.

Our other policy committees, with the support, encouragement and backing of the Board, tackled many other difficult problems, then saw their work rewarded in various public forums and area media.

The issues those committees addressed included the proposed Ancaster Small Office/Home Office by-law; provincially mandated Current Value Property Assessment; Downloading; the Red Hill Creek Expressway; property tax reform; and municipal restructuring. In most instances we were successful in having the spotlight shifted to new solutions and in challenging decision makers to have regard for the balanced business perspective we put forward.

Our "Calls to Action" and "Opinion Surveys" generated considerable involvement. Your participation was appreciated and lent credibility to the positions we advocated.

In the area of membership services, surveys told us we were moving in the right direction. An improved membership retention rate confirmed it. We have learned new members must be engaged and involved in Chamber activity and our Ambassadors Committee plays a key role in that regard.

We also made progress towards bringing local business people closer to the excellent post-secondary educational resources our community enjoys in McMaster University and Mohawk College. For example, professors from the Michael G. DeGroote School of Business conducted a series of seminars on a wide range of subjects at The Chamber Club.

Our "Seminars," "Small Business Showcases," "Networking Opportunities," "Ancaster and Dundas Citizens of the Year / Youth Volunteers of the Year," "Presidents' Panel/Economic Forecast" and "Outstanding Business Achievement Awards" programs, were consistently rated by members as good to excellent on the "Value and Satisfaction" scale.

Chamber staff redesigned and refocused PANORAMA magazine to make it an even more effective information and advertising resource for members.

Our bi-weekly fax newsletter "Working for You" is widely read and masthead advertising sold out months in advance.

The Chamber Club continued to build on its positive reputation. And Membership reached the highest levels ever.

To loud applause, and with the support of the Royal Bank, Philip Services, The Hamilton Spectator and ONtv, we hosted Hamilton's Distinguished Citizen of the Year & Youth Volunteer of the Year Awards Dinner for the first time.

This year was our new Executive Director's first in office. John Dolbec has impressed everyone with his energy, enthusiasm and commitment to the Chamber.

We brought the work of the committees and Board closer together, by encouraging Board members to sit on a committee, and by having the Nominating Committee look to those committees, as well as the broader business community, when filling board vacancies.

Finally, my appreciation to all who were active in the Chamber through service on the Board, policy committees, task forces, and area divisions. As I leave the office of President I ask you to continue your involvement under the leadership of new President, Bob Jones of Stelco.



## COMMITTEE ACTIVITY 1998

### Ambassadors Committee:

Chairs - Paul Gibel/Dan Lawrie

- Hosted 8 very successful "Business After Business" and 2 Small Business Showcases
- Increased the size of the committee from 9 to 14
- Attended special events acting as Ambassadors to assist where needed (i.e. Outstanding Business Achievement Awards)
- Worked with Chamber staff to assist in the delivery of Member Services and Membership Retention
- Contacted new members...informed them about Chamber activities and services and encouraged them to participate in Special Events, Committees and Networking functions

### Business Development Committee:

Chairs - Jeff Brookfield/John Hyslop

- Researching the implications and benefits of a Bottle Deposit Refund System for the LCBO
- Surveyed Membership on the Charity Casino Issue
- Had the new Downtown Co-ordinator for the Hamilton Downtown Partnership Program as a Guest Speaker and continued to monitor the regrowth and revitalization of the Downtown Core
- Provided input and support to the City in its successful efforts to lobby against the Downtown site for a Correctional Facility
- Reviewed and are making a recommendation on the Auto Pact Tariff
- Will provide input to Regional Government's Economic Development Plan

### Businesswomen's Committee:

Chair - Laura Tokaci

- New Committee this year started in September with approx. 20 members
- Held Kick-off breakfast in October with Guest Speaker Marlene Coffey, the new co-ordinator of the Downtown Hamilton Partnership Program
- Reviewing mandate and organizing into subcommittees to deal with Special Events, Community Relations and Personal Development

### Government Finance & Taxation Committee:

Chairs - Phil Bradley/Chris Leighfield

- Surveyed members re: impact of Current Value Assessment on Property Tax Billings
- Presentation received from Regional Finance officials re: Regional Tax Policies and Provincial legislation limiting CVA related increases to business property taxes
- Participation in Region's Advisory Committee on Competitive Municipal Taxation Policy
- Breakfast meeting held with four local MPP's to exchange information and views
- Provides input on an ongoing basis direct to Regional Government staff on taxation issues
- Assisted Canadian Chamber to successfully lobby for material reductions in EI Premiums

New

### Greater Hamilton Hospitality Committee:

Chairs - Brenda Branch & Anna Bradford

- Reviewing existing mandate
- Provides Chamber with input to new "Made in Hamilton" Industrial Trail Millennium Project
- Hosts the Greater Hamilton Tourism Awards Dinner. Date in '99 is Thursday, May 27th at Carmen's
- Hosts the Greater Hamilton Hospitality & Tourism Awareness Show which in '99 is scheduled for Friday, May 28th through Sunday, May 30th at the Royal Botanical Gardens
- Focus Group composed of key industry personnel, has been developed to provide input and support to assist in the implementation of Greater Hamilton's Tourism Development Plan

### Human Resources Committee:

Chair - Marlene McIntyre

- The committee redefined its mandate this year and created five new subcommittees to deal with: Labour; Education and Training; Legislation; Public Relations/Communications and Personal Development
- Established linkages with Hamilton-Wentworth Training Board and Human Resources Professional Assoc. of Hamilton; Youth Job Start through Industry Education Council
- Introduced a variety of speakers who presented timely and useful topics relating to Human Resources.

New

### Science & Technology Committee:

Chair - Marcel Mongeon

- New Committee formed to deal with rising technology and the coming millennium
- Have put together a series of articles for Panorama Magazine to inform members about computer record keeping, consultants for computer millennium solutions, etc.
- Reviewing available funding capital for new science and technology businesses

### Transportation Committee:

Chairs - Leo Laviolette/Ruth Liebersbach

- Participated by replying to a Draft Scoping Document from the Dept. of Fisheries and Oceans re: Fish Habitat and the Red Hill Creek Expressway which successfully limited the scope of the Environmental Assessment
- Represented The Chamber on the Community Stakeholders Committee to provide advice to the Region regarding the impact assessment process for the Red Hill Creek Expressway
- Reviewed the Smart Moves Downtown Hamilton Transportation Study and had representatives from downtown business groups expressing their views of the two way street issue
- Letter of Support for Hamilton Airport to the Minister of Transportation regarding Hamilton as an alternative airport instead of the proposed Pickering site
- Assisted Hamilton Airport in their quest for a major airline
- Assisted in the Nomination process for the future Port Authority Operating Board
- Reviewed the Hamilton Harbour Waterfront Trail

New

New



# Guyatt Wood + Moffatt

Chartered Accountants

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Douglas M. Guyatt, BA, MBA, CA

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## AUDITORS' REPORT


To the Directors and Members of  
The Hamilton and District Chamber of Commerce:

We have audited the balance sheet of The Hamilton and District Chamber of Commerce as at December 31, 1998 and the statements of revenues and expenses, surplus and cash flows for the year then ended. These financial statements are the responsibility of the Chamber's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of The Hamilton and District Chamber of Commerce as at December 31, 1998 and the results of its operations and the changes in its financial position for the year then ended in accordance with generally accepted accounting principles.

Hamilton, Ontario  
February 9, 1999

  
GUYATT WOOD + MOFFATT  
CHARTERED ACCOUNTANTS

**THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE  
BALANCE SHEET  
DECEMBER 31, 1998**

	ASSETS	
	1998	1997 (Restated - Note 8)
<b>CURRENT ASSETS</b>		
Cash	\$133,084	\$ 73,245
Accounts receivable	205,609	211,412
Inventories	21,046	20,291
Prepaid expenses and supplies	18,367	19,491
	<u>378,106</u>	<u>324,439</u>
<b>CAPITAL ASSETS</b>		
	82,855	119,482
	<u>\$460,961</u>	<u>\$443,921</u>
<b>LIABILITIES AND SURPLUS</b>		
<b>CURRENT LIABILITIES</b>		
Accounts payable and accrued charges	\$125,485	\$133,422
Fees received in advance	216,787	159,006
Current portion of long term liability	-	11,894
	<u>342,272</u>	<u>304,322</u>
<b>SURPLUS</b>		
	118,689	139,599
	<u>\$460,961</u>	<u>\$443,921</u>

**THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE  
STATEMENT OF REVENUES AND EXPENSES  
FOR THE YEAR ENDED DECEMBER 31, 1998**

	1998	1997 (Restated - Note 8)
<b>REVENUES</b>		
Membership fees	\$344,446	\$314,886
Initiation fees	33,943	31,860
Publications	58,484	71,117
Special events	62,025	63,226
Group insurance	27,099	26,506
Coin project and other	16,793	(2,731)
	<u>542,790</u>	<u>504,864</u>
<b>EXPENSES</b>		
Secretariat expenses	528,873	465,056
Club operations	34,827	26,311
	<u>563,700</u>	<u>491,367</u>
<b>EXCESS OF (EXPENSES OVER REVENUES) REVENUES OVER EXPENSES FOR YEAR</b>	<u>\$ (20,910)</u>	<u>\$ 13,497</u>

**THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE  
STATEMENT OF SURPLUS  
FOR THE YEAR ENDED DECEMBER 31, 1998**

	1998	1997
<b>SURPLUS AT BEGINNING OF YEAR</b>		
As previously reported	\$150,768	\$134,329
Adjustment for correction of retail sales tax on printing costs	(11,169)	(8,227)
As restated	<u>139,599</u>	<u>126,102</u>
<b>EXCESS OF (EXPENSES OVER REVENUES) REVENUES OVER EXPENSES FOR YEAR</b>	<u>(20,910)</u>	<u>13,497</u>
<b>SURPLUS AT END OF YEAR</b>	<u>\$118,689</u>	<u>\$139,599</u>

**THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE  
STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED DECEMBER 31, 1998**

	1998	1997 (Restated - Note 8)
<b>OPERATING ACTIVITIES</b>		
Excess of (expenses over revenues) revenues over expenses for year	\$ (20,910)	\$ 13,497
Add items not requiring cash outlay:		
Amortization of capital assets	66,097	63,349
Loss on disposal of capital assets	5,199	1,354
	<u>50,386</u>	<u>78,200</u>
Changes in components of operating working capital providing (utilizing) cash	<u>56,016</u>	<u>(44,901)</u>
<b>CASH PROVIDED BY OPERATING ACTIVITIES</b>	<u>106,402</u>	<u>33,299</u>
<b>INVESTING AND FINANCING ACTIVITIES</b>		
Purchase of capital assets	(35,229)	(43,962)
Disposal of capital assets	560	-
Repayment of long term liability	(11,894)	(13,477)
<b>CASH USED IN INVESTING AND FINANCING ACTIVITIES</b>	<u>(46,563)</u>	<u>(57,439)</u>
<b>INCREASE (DECREASE) IN CASH DURING THE YEAR</b>	<u>59,839</u>	<u>(24,140)</u>
<b>CASH AT BEGINNING OF YEAR</b>	<u>73,245</u>	<u>97,385</u>
<b>CASH AT END OF YEAR</b>	<u>\$133,084</u>	<u>\$ 73,245</u>



## DIVISIONS

### Ancaster Division

Chairs - Philip Bradley/Trish Tonaj-Castelli

- Represented the interests of the hundreds of SoHo (Small Office \ Home Office) businesses in the community as the Town tried to develop a Home Based Business By-Law. The Chamber was successful in having the proposed by-law withdrawn
- Hosted its 7<sup>th</sup> Annual "Ancaster Citizen of the Year & Youth Volunteer of the Year Awards Dinner."
- Participated in the Ancaster Heritage Days Parade
- Hosted small business seminars with the Economic Development Department
- Held a Joint meeting with Dundas Division with Guest Speaker, Treasurer Alan Ross of the Region on Current Value Assessment implementation

### Dundas Division

Chair - Alex Szabo

- Hosted its 8<sup>th</sup> Annual Citizen of the Year & Youth Volunteer of the Year Awards Dinner
- Hosted the lighting of the Town's Official Christmas Tree (over 500 residents in attendance)
- Held a joint meeting with the Ancaster Division to hear from City/Region GM of Finance on Current Value Property Assessment
- Continued to operate the Town's Farmers Market
- Participated in the Annual Cactus Festival Parade
- Heard from a variety of speakers on a variety of issues at their 10 monthly meetings.

## SOCIAL/LEADS GENERATING COMMITTEES

### Connections:

Chairman - Jim Galea

- This dynamic group of 66 Chamber companies meet bi-weekly to exchange leads and develop on-going relationships among members
- Created awareness of each member's products and service
- Utilized the products and services of members
- Developed a business directory and business card portfolio to assist in generating business opportunities
- The success of Connections has lead to the launching of another Leads exchange group "Contacts"

### President's Golf Tournament:

Chair - Brent Percival

- 1998 was an **Outstanding Success!** The tournament had 236 golfers from all levels of skill who played in perfect weather conditions at Flamborough Hills and retired to a great dinner and night of fun at the Chamber
- Added a new attraction this year, the "Combination Hole" and for the first time our Putting Contest was free.
- The Committee is very committed to having the tournament be one of the best in Hamilton
- Thanks to major sponsors Light Computer Centre, Planned Giving Services and Weslink Datalink Corp.

# DID YOU KNOW?

*Our orientation and 9th month membership satisfaction surveys are telling us...*

***We're on the Right Track!***

*Members want more ways to get involved and we've responded by organizing over 70 different functions where members can network and/or co-sponsor various events.*

## THE CHAMBER CLUB

**WE MAKE DOING BUSINESS  
 A PLEASURE.....ASK US ABOUT OUR "CORPORATE  
 CATER PLAN"**

*Featuring: Convenient Free Parking, Quality Food, Reasonably Priced; "User Friendly" Efficient Service*

**1998 Bulletin!** *We served over 4900 Snowballs  
 Held over 1500 Functions & Events  
 Toasted over 1900 Clubhouses  
 Cracked over 30,000 Eggs  
 Folded over 21,000 Napkins  
 Celebrated over 30 Weddings  
 and  
 Relished Every Minute of It!*

***Just Add Water! "The Perfect Solution"***

*For all of your function needs....call "The Chamber"  
 Your Exclusive Waterfront Club (522-1151 ext. 226/228)*

## 153rd Annual Meeting Evening Sponsors

**DOFASCO**  
Our product is steel. Our strength is people.

**stelco**  
 Hilton Works

**JMG**  **CompuSmart**  
Canada's Computer Store

 **ROYAL BANK**



**Guyatt Wood + Moffatt**  
Chartered Accountants

**VIA**

**Brown Scartone Hawkins**  
Barristers and Solicitors  
 Entrepreneur Practice Group

**BEVERLY TIRE**



# CHAMBER MAKING NEWS

Throughout 1998 your Chamber continued to represent business in the Greater Hamilton Region.

1998 saw the Chamber reach the highest peak ever in terms of membership numbers, which allowed it to offer more value added services than ever before.

## BATTLE AGAINST TAXES

Find a solution to tax dilemma, stop pointing fingers: chamber

Finance general manager makes presentation to commerce groups

BY MIKE PETERKOS  
The chamber of commerce and industry has been busy in the past few months. It has been working to help businesses in the region cope with the new tax regime. The chamber has been holding seminars and workshops to help businesses understand the new tax rules. The chamber has also been working to help businesses negotiate with the tax authorities. The chamber has been successful in getting the tax authorities to agree to a number of concessions. The chamber has also been working to help businesses understand the new tax rules. The chamber has been holding seminars and workshops to help businesses understand the new tax rules. The chamber has also been working to help businesses negotiate with the tax authorities. The chamber has been successful in getting the tax authorities to agree to a number of concessions.

## Hamilton Chamber President challenges Province

Wants commitment to small business tax rebate & business education taxes

The traditional pre-budget slow leak of government information says Martin will offer a

## Budget is payback time

Chamber says taxpayers deserve relief

By JON WELLS  
The Spectator

The message is simple, the implications great: cut taxes.

That's the word from the voice of Hamilton's Minister Paul Martin.

nt matter," said he Hamilton and re. The organi- sionesses.

cautious mix of modest tax relief, new federal spending and debt reduction.

Graham said the rumours are just political spin-doctor work, aimed at lowering expectations.

"But there is still an expectation for tax reduction. It's the key for local businesses and you'll see a hue and cry if the focus is on silly new spending."

### More on it

The chamber supports Martin by the Canadian. It calls for no more than 50 per cent of an estimated surplus allocated to tax relief and employment Insurance premiums. The plan also advocates raising RRSP personal contribution limits and the foreign content limit. The other 50 per cent should go to paying down the \$80 billion national debt. Business leaders say Canadian tax levels must be adjusted to better compete with other Western nations. For example, the top federal tax rate of 22 per

cent is applied at a much lower level of income than in many other countries.

That rate kicks in at \$59,000 in Canada. In the U.S., the top marginal rate of 45 per cent begins at \$275,000.

Graham said research shows excessive taxation paradoxically leads to declining government revenues as individuals lose their incentive to work and invest or simply decide to leave the country.

"The point now," he said,

christened the 1999

## Chamber urges province to exempt Hamilton-Wentworth

But Marvin, business professor said the fine line. He must inspire confidence in Canada on international money markets, while giving Canadians a politically acceptable tax

BUDGET continued: B2

## CHAMBER FOCUSES ON MEMBER SERVICES

ing into business together. The chamber will offer seminars and social-business networking; the centre will buy those services.

Their link is new business p... in the Ham... McMaster U... ton's economic... ment have also... each other and... BAC president... chamber is bet... professional, he... his not-for-pro... clients are sma... enterprises, so... their way into... In return, the... anted client ba... seminars and ne... Francy, who... last fall, said... liances with sev... McMaster Univ... lege, the region... ment departmen... "The chamber... tione, it's your... Francy: "It's yo... our client base... "I might netw... (chamber direc... ably networks to... The chamber... seminars the sec... month.

The first — on building networking contacts within the business community — is set for March 11, with Donna Messer of Oakville-based ConnectU Communications as guest speaker.

Chamber's good works are music to members

Commerce chamber expands services

## CHAMBER PARTNERSHIPS

Chamber, advisory centre share jobs

BY MIKE PETERKOS  
The chamber of commerce and industry has been busy in the past few months. It has been working to help businesses in the region cope with the new tax regime. The chamber has been holding seminars and workshops to help businesses understand the new tax rules. The chamber has also been working to help businesses negotiate with the tax authorities. The chamber has been successful in getting the tax authorities to agree to a number of concessions. The chamber has also been working to help businesses understand the new tax rules. The chamber has been holding seminars and workshops to help businesses understand the new tax rules. The chamber has also been working to help businesses negotiate with the tax authorities. The chamber has been successful in getting the tax authorities to agree to a number of concessions.

## Chamber search for award winners heating up

new business partnerships being cre... McMaster University and Hamilton... ment have also increased ties with... BAC president Jim Francy said the... professional, hands-on seminars than... clients are small- and medium-sized... their way into exporting... anted client base of 60 people for the... seminars and networking services... last fall, said he wants to build al... liances with several groups, including... McMaster University, Mohawk Col... lege, the regional economic develop... ment department, and the chamber... tione, it's your political arm," said... Francy: "It's your tie-in with industry... and it would also be a perfect tie-in for... our client base... "I might network to 1,000 people, he... (chamber director John Dolbec) prob... ably networks to 3,000," he said... The chamber plans to hold BAC... seminars the second Thursday of each... month... The first — on building networking... contacts within the business commu... nity — is set for March 11, with Donna... Messer of Oakville-based ConnectU... Communications as guest speaker.

## Trade network eyes Hamilton

BorderNet will promote Toronto-to-Rochester corridor to the world... said the... his... are profit group. His centre's... enterprises, some tentatively finding... their way into exporting... anted client base of 60 people for the... seminars and networking services... last fall, said he wants to build al... liances with several groups, including... McMaster University, Mohawk Col... lege, the regional economic develop... ment department, and the chamber... tione, it's your political arm," said... Francy: "It's your tie-in with industry... and it would also be a perfect tie-in for... our client base... "I might network to 1,000 people, he... (chamber director John Dolbec) prob... ably networks to 3,000," he said... The chamber plans to hold BAC... seminars the second Thursday of each... month... The first — on building networking... contacts within the business commu... nity — is set for March 11, with Donna... Messer of Oakville-based ConnectU... Communications as guest speaker.